



## **BIO: Todd Clarke CCIM**

Todd Clarke is a 2nd generation CCIM, a fourth generation New Mexican and commercial Realtor.

Prior to being Realtor of the year, Todd was co-founder of Commercial Association of Realtors in NM, and is a three-time award winning international instructor for the CCIM institute – opening up the eastern European and Chinese markets for commercial real estate education. In the last 28 years, he has taught over 5,000 students in over 200 courses, a half dozen of which he has authored.

Todd has received awards from his local Commercial Association (Realtor of the Year), the city wide residential Realtor Association (Good Neighbor award), the Statewide Apartment Association (Industry Champion) as well as the statewide Realtors Association (Leadership award). He has also received multiple marketing awards from two different CCIM Chapters. CCIM National has honored him with the Peoples Choice award (for the highest scoring instructor), and the instructor of the year award, and IREM with its Academy of Authors. Todd and his wife, Kahleetah run a two person boutique apartment investment brokerage firm that is one of the top 10 commercial real estate firms in NM based on transaction size/volume.

Todd authored the 320 page textbook on “Understanding NM’s Property Tax System” and has been a consultant to the NM Real Estate Commission in their overhaul and replacement of the mandatory course with a CORE Course, including running three bootcamps to train three dozen new instructors.

For the last 36 years he has focused his brokerage efforts on apartments in the southwest and he has listed and sold over 19,457 units totaling \$917M in over 999 transactions. As a consultant, he has handled thousands of property tax protests, in excess of a billion dollars, winning 97% of his cases with an average reduction of 27%.

Todd has been a development consultant and property tax consultant on over \$2.5B in properties – mostly focused on housing that benefits from new zoning and transportation corridors.

Todd and his wife, Kahleetah own and manage an apartment portfolio of 56 units, most of which are located in their community in downtown Albuquerque.

As a volunteer, he has been actively involved as a community leader for low income and affordable housing and has served as the chairman of the board for the Albuquerque Housing Authority as well as co-founder, board chair and executive director for the Ventana Fund – a \$50M CDFI focused on creating and preserving affordable multifamily rental housing.

His completed resume can be viewed at <http://www.nmapartment.com/resources/Todd-Simple-Resume.pdf>